



Website: <http://www.eltrak.gr>
 Bloomberg code: ELTRK:GA
 Reuters code: ELTr.AT
 ISIN code: GRS142003003

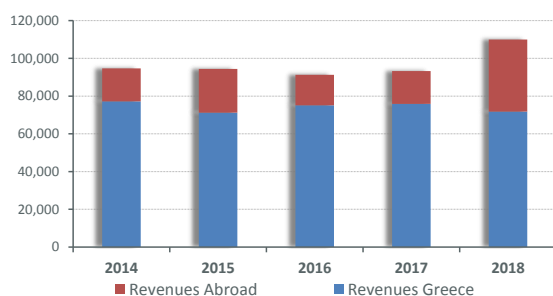
COMPANY PROFILE

ELTRAK Group consists of 4 companies: ELTRAK, ELASTRAK, ELTRAK Bulgaria and CHRISAFIS. ELTRAK was established in 1982 as the Caterpillar Dealer for Greece and has developed into a diversified distributor of some of the world's leading manufacturers of heavy equipment and tires. The company is known for the high quality brands it represents and the level of after sales services provided to its customers.

ELTRAK S.A. represents the full line of Caterpillar heavy equipment machinery in Greece and Bulgaria. Caterpillar is the world's premier manufacturer of equipment for the earthmoving, power generating, lifting equipment and marine industries and is recognized throughout the world as a leader in terms of performance and reliability. In 2012, ELTRAK acquired CHRISAFIS S.A., the representative of PALFINGER in Greece. PALFINGER is an internationally acclaimed manufacturer of cranes, hydraulic lifting, loading and handling systems. ELTRAK S.A. has fully absorbed the company's operations by providing sales and technical support of PALFINGER products in Greece.

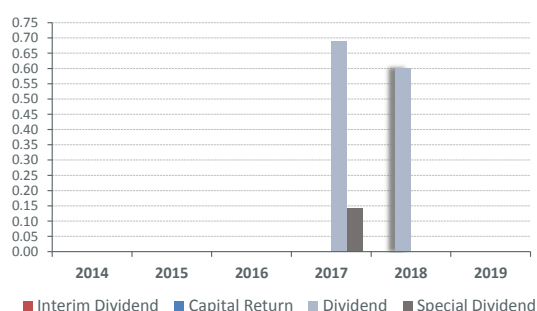
ELASTRAK S.A. was established in 2001 as the exclusive distributor for Bridgestone, Firestone and Dayton tires in Greece. Bridgestone is the world's largest manufacturer of tires. Bridgestone and Firestone are recognized as quality and performance leaders both on and off the track.

REVENUE ANALYSIS (in € 000)



Revenues from abroad represented the 34.73% of the group's annual turnover in 2018.

DIVIDEND POLICY & CAPITAL RETURN (in €)



OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2018 - 30/04/2019)

Symbol:	ELTRK		
Athex Market:	MAIN MARKET		
Listing in Athex:	August 20, 1991		
Sector Classification:	Industrial Goods & Services		
Subsector Classification:	Commercial Vehicles & Trucks		
Market Cap (Mil. €): (30 April 2019)	32,317		
Shares Outstanding (number): (30 April 2019)	14,050,971		
Average Spread (%):	6.64		
Market Liquidity (%):	0.74%		
Average Trading volume (no of shares):	5,728.2		
Total Value of transactions (€):	658,267		
Days to trade (1% of outstanding amount):	60.0		
Free Float (30 April 2019):	29.67%		
Turnover Velocity (F.F. Weighted):	8.28%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	33.80%	61.00%	55.26%

GROUP STRUCTURE

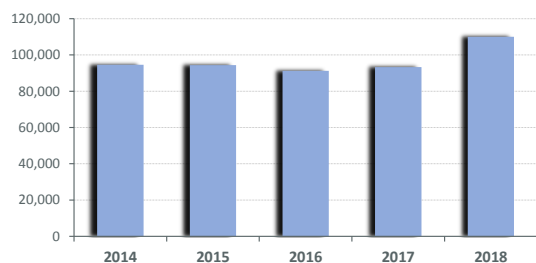
ELTRAK S.A. - Parent	Location	% Holding
ELASTRAK S.A.	Greece	100%
CHRISAFIS S.A.	Greece	100%
ELTRAK BULGARIA EOOD	Bulgaria	100%

COMPANY'S PERFORMANCE

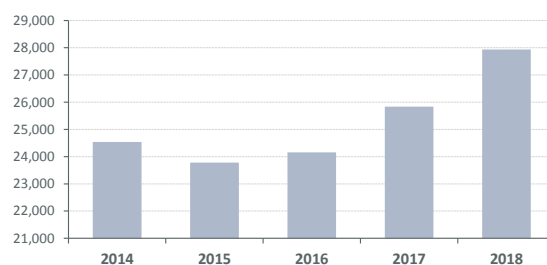
FINANCIAL OVERVIEW (Consolidated)

(in 000)	2014	2015	2016	2017	2018
Revenues	94,641	94,413	91,223	93,281	110,003
Gross Profit	24,535	23,782	24,155	25,834	27,936
EBIT	6,445	5,512	5,627	6,662	7,680
EBITDA	8,219	7,244	7,600	9,043	9,711
Profit before tax	4,346	3,975	3,922	5,585	-159
Profit after tax	4,031	2,866	3,534	4,937	1,793
Total Equity	62,003	64,963	68,455	53,292	54,785
E.P.S.	0.290	0.20	0.25	0.35	0.13
ROE	6.50%	4.41%	5.16%	9.26%	3.27%
Net Debt Ratio	2.05	2.53	1.75	1.37	1.62

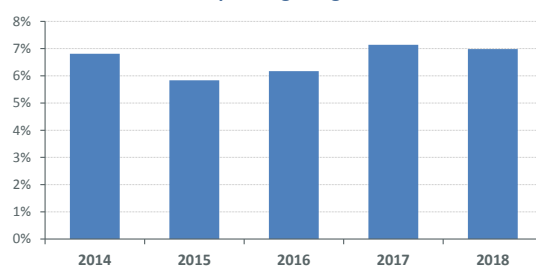
Revenues (in 000)



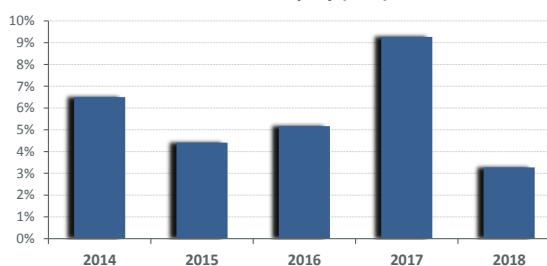
GROSS PROFIT (in 000)



Operating Margin



Return On Equity (ROE)



MAJOR SHAREHOLDERS (>5%)

Name	%
POLITIS ANASTASIOS	10.23%
KOBAS GEORGIOS	7.51%
KOBA ANASTASIA - KNEISS	10.10%
KOBA ISABELLA	10.10%
EFG BANK EUROPEAN FINANCIAL GROUP S.A.	32.39%
Total	70.33%

BOARD OF DIRECTORS

Name	Qualification
POLITIS A. ANASTASIOS	PRESIDENT/NON EXECUTIVE MEMBER
KOVA G. NATASSA	VICE PRESIDENT/EXECUTIVE MEMBER
POLITI P. PARASKEYI	CEO/EXECUTIVE MEMBER
DOUKERIS G. FRAGKISKOS	EXECUTIVE MEMBER
CHATZIDAKIS I. CHARALAMBOS	INDEPENDENT NON EXECUTIVE MEMBER
HERRON C. STEPHAN	INDEPENDENT NON EXECUTIVE MEMBER

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